

Message Text

UNCLASSIFIED

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15

ACTION EUR-12

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R 140930Z APR 76
FM AMEMBASSY LUXEMBOURG
TO AMEMBASSY LONDON
INFO SECSTATE WASHDC 5103
USDOC WASHDC
USNATO BRUSSELS 618

UNCLAS LUXEMBOURG 0396

E. O. 11652: N/A
TAGS: BTIO, MILL, LU
SUBJECT: BIDS FOR MILITARY/NATO CONTRACTS

MARWAIS INTERNATIONAL SA., WHOLLY AMERICAN-OWNED SUBSIDIARY OF CALIFORNIA PARENT FIRM, HAS MANUFACTURING FACILITY IN LUXEMBOURG TO SUPPLY EUROPEAN AND OTHER OVERSEAS MARKETS. ITS TECHNOLOGY/PRODUCT IS AIRCRAFT SHELTERS. SINCE THE END OF THE VIETNAM WAR MARWAIS HAS ORIENTED ITS SALES EFFORTS INCREASINGLY TO FOREIGN DEFENSE AGENCY BUYERS. AS US COMPANY ESTABLISHED ABROAD IN NATO MEMBER COUNTRY, MARWAIS IS ALERT TO COMPETE FOR NATO CONTRACTS. COMPANY INFORMS US THAT LATEST OPPORTUNITY IS FOR 59 TO 83 SHELTERS AT FOUR LACATIONS IN THE UK (ALCONBURY, BENTWATER, LAKENHEATH, WOODBRIDGE). ADJUDICATING BODY FOR BIDS IS THE DEPARTMENT OF THE ENVIRONMENT/PSA, RUISLIP. MARWAIS REQUESTS NAME OF APPROPRIATE EMBASSY LONDON CONTACT FOR ITS UK REPRESENTATIVE PETER TEW TO CALL ON TO ENSURE THAT IT HAS TIMELY INFORMATION AND THEREFORE SALES OPPORTUNITY, REGARDING THIS AND OTHER MILITARY PURCHASES. PHILLIPS

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Message Attributes

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